

Message Text

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ORIGIN XMB-04

INFO OCT-01 EA-12 ISO-00 EB-08 CAB-05 CIAE-00 COME-00
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XMB

DRAFTED BY XMB: K A WICKETT:TAS
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EB/IFD/ODF:TPARKER
EA/TIMBS:TLROBINSON

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R 311611Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA

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E.O. 11652: N/A

TAGS: EFIN, ID

SUBJECT: FINANCING FOR SALE OF L100 AIRCRAFT FOR TRANS-
MIGRATION PROGRAM

1. R. E. HARRISON AND GLENN SIMMONS OF LOCKHEED-GEORGIA
COMPANY CALLED ON KEN WICKETT AND HOWARD TURK OF EXIMBANK
ON AUGUST 25, 1978 TO DISCUSS FINANCING OF SALE OF BETWEEN
20 AND 28 L100 AIRCRAFT TO GOI FOR USE IN TRANSMIGRATION
PROGRAM. MR. HARRISON SAID HE WAS VERY OPTIMISTIC WITH
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RESULTS OF RECENT TEST FLIGHTS HELD IN INDONESIA, AND
HE IS CONFIDENT THAT L100 WILL BE FOUND TECHNICALLY
SUPERIOR TO COMPETING FRENCH AIRCRAFT.

2. MR. HARRISON STRESSED IMPORTANCE OF FINANCING TO
OUTCOME OF SALE AND ASKED WHETHER EXIMBANK WOULD BE
ABLE TO ASSIST IN FINANCING TRANSACTION OF THIS
NATURE. MR. WICKETT EXPRESSED EXIMBANK'S INTEREST IN
TRANSACTION AND PRESSED FOR INFORMATION ON FRENCH

FINANCING OFFER. MR. HARRISON SAID HE UNDERSTOOD FRENCH WERE OFFERING LONG TERM FINANCING AT SOFT LOAN RATES, BUT HE COULD NOT BE MORE SPECIFIC. MEETING CLOSED WITH MR. WICKETT INDICATING HE WOULD INITIATE CUSTOMARY CLEARANCE REQUEST WITH MINISTRY OF FINANCE AND OPEN OECD INQUIRY WITH COFACE OF FRANCE.

3. EXIMBANK WOULD APPRECIATE EMBASSY'S ASSISTANCE IN DETERMINING FRENCH FINANCING OFFER AND TERMS OF SALE OF FRENCH AIRCRAFT. CHRISTOPHER

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Message Attributes

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Current Classification: UNCLASSIFIED
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Draft Date: 31 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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Disposition Event:
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ISecure: 1
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